

INVEST IN  
**WESTERN  
AUSTRALIA**



PERSONALISED PROPERTY SERVICES

**WELCOME TO YOUR  
DISCOVERY MEETING**

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Q&A



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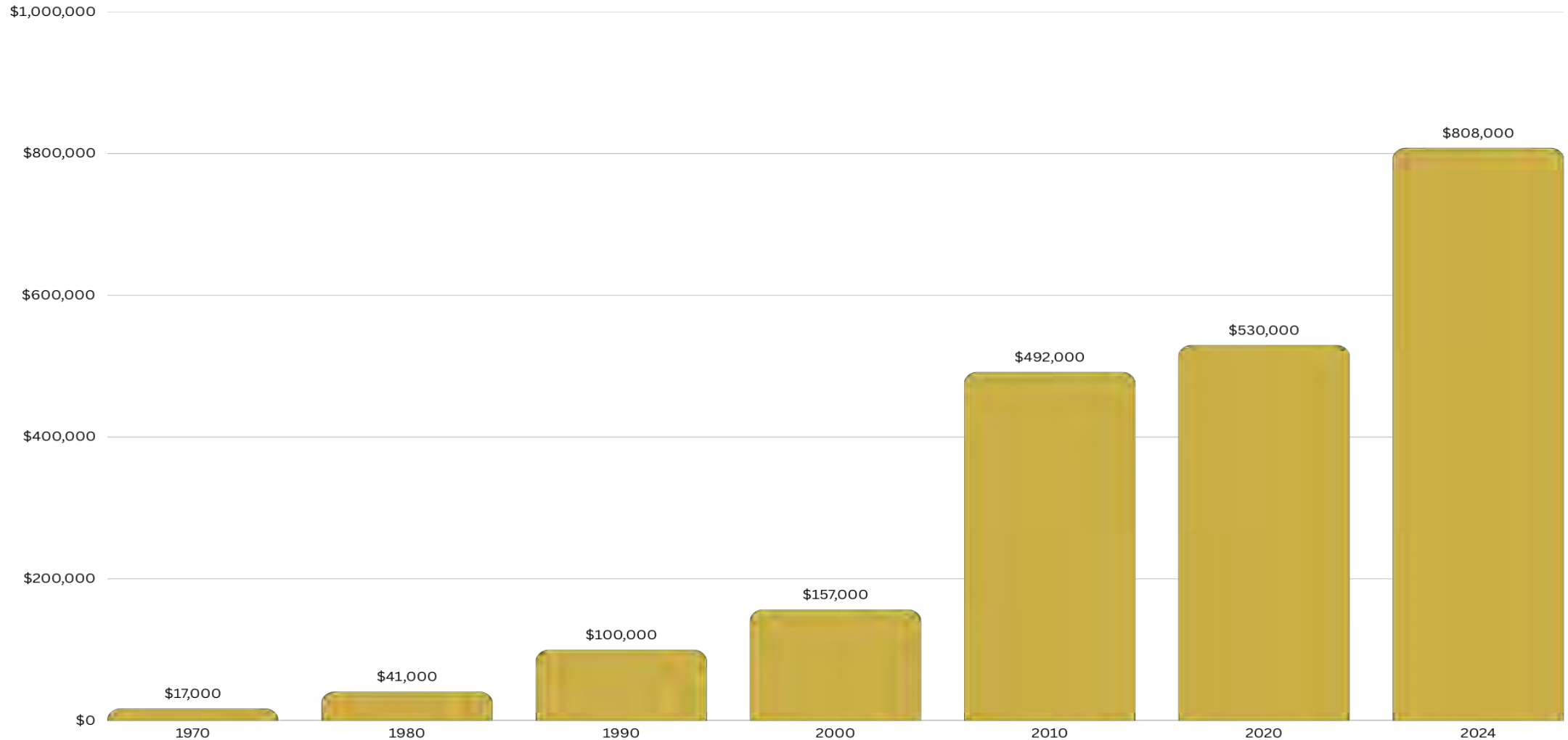
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# Median House Prices in Perth: 1970-2024

The graph below shows median Perth house prices over a 54-year period.



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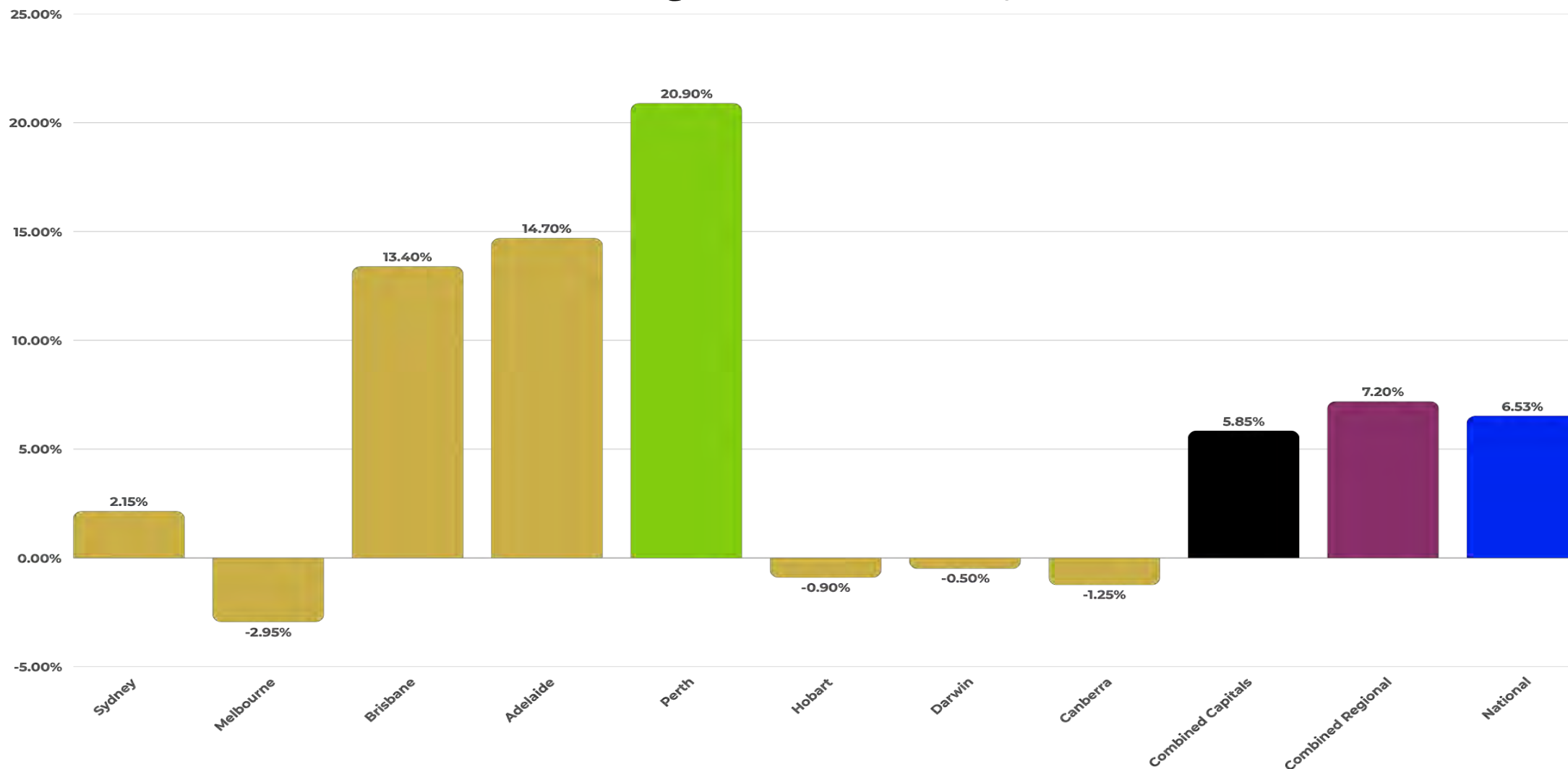
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# Home Value Index

Annual Change - As at 8th January 2025



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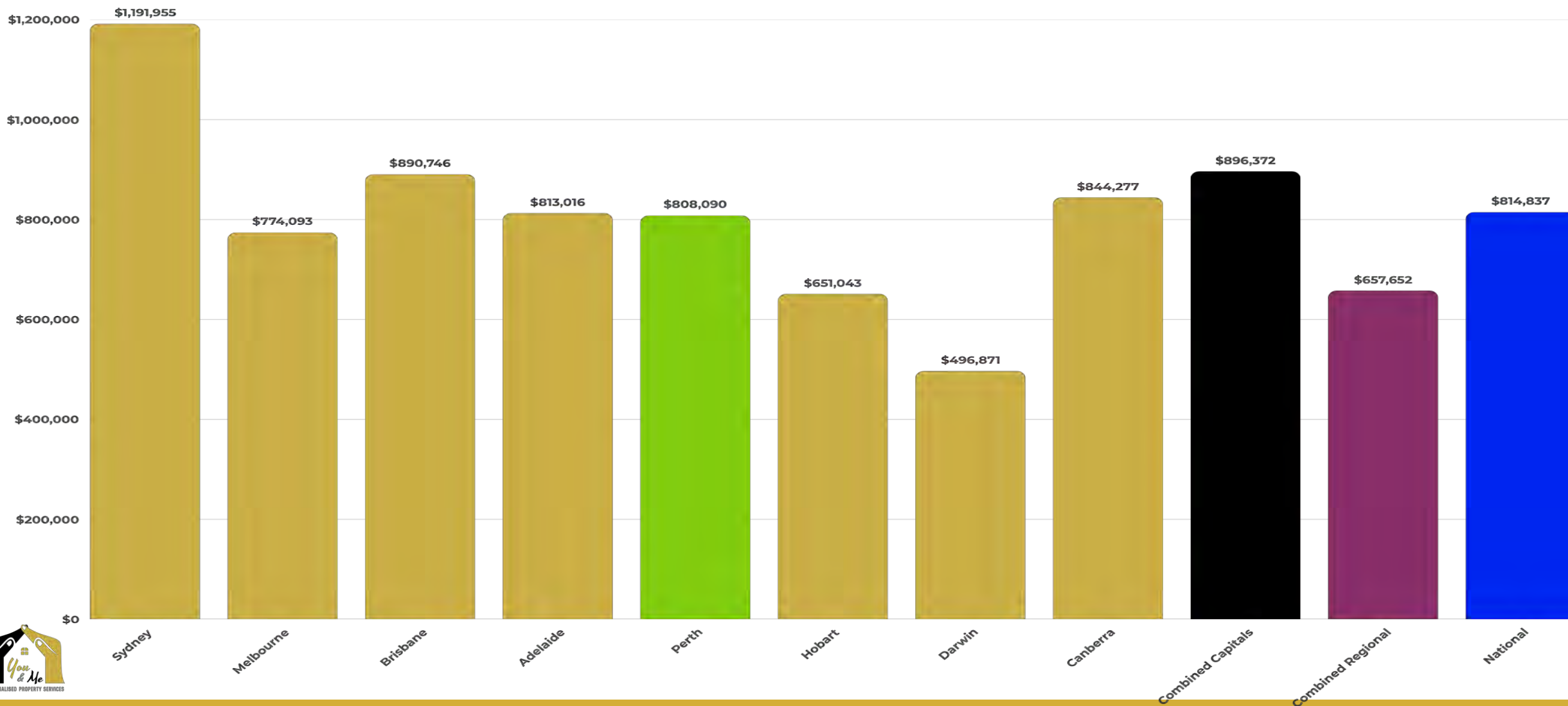
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# Home Value Index

Median Value - As at 8th January 2025



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# About Us

## Simon Deering, Co-Founder

### **A Property Investor, And A Family Man**

The best way to get an appreciation for who I am and what I stand for as a human being is to see the relationship I have with my family.

My family is my life! I'm happily married and the father of three beautiful girls, I feel truly blessed. I believe in spending as much time as you can with the ones that matter most to you.

Time is a resource we only have so much of.

### **Real Estate As A Passion**

My other passion in life is Real Estate. In fact, of the 45 years I have spent on this earth, 28 of those years have been in the real estate industry. Being a buyer's agent and real estate have played a huge role in my life!

I started when I was 18 as a sales rep in Perth and moved up to being the head of property acquisitions for R&W, where I looked after 1000 staff and 100 franchise offices throughout QLD and NSW.

### **Experienced In Real Estate And Property Investment**

I have had the privilege of working with some of Australia's most well-regarded Real Estate companies, salespeople, trainers, and developers.

I have had the good fortune of being involved in 1000's of property deals, and I have been trained by the best in the industry.

My passion For Real Estate is driven my desire to achieve the best results for my clients.

Come and experience the You&Me difference. We are on this journey together!



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# About Us

## Heath Bassett, Co-Founder

### A Real Estate Enthusiast

Heath is a passionate Perth buyer's agent, a real estate "go-getter" who thrives for the next challenge.

He has bought, sold and invested for the last 17 years, and his key commitment is to achieve the best result for his clients, regardless of how challenging the conditions and he strives to win. He gets a kick out of his client walking away happy.

### A Proud Defence Force Veteran

Life has led Heath to being a defence force veteran and also a 6-year stint away in the mining sector. He understands how precious your free time can be, and spending it around loved ones, participating in the important things in life together.

### Honest Approach

Self-driven, energetic and enthusiastic, he believes in client love, loyalty, honesty and integrity by always putting clients' interests first when buying. With the same honest, straight forward approach and appreciation of clients' needs, he values relationships, communication and he's dedicated to making the experience as stress-free as possible.

### Working For The Client

He aspires to deliver an unprecedented level of service for clients, consistently being described as caring, loyal and a great communicator with excellent negotiation skills.

"With outstanding communication skills, Heath focused on our interests as a customer from start to finish and worked hard to achieve a great result for us, we could not fault his expertise, professionalism and care factor."

### Winning For You And With You

His professional approach to winning, allow Heath to be the agent clients and referrals engage.

He is an avid sports lover who enjoys life, he plays to win on all occasions, and he applies this winning attitude to every buy, so clients know he will strive to deliver a winning result for them too.

Let's win together!!



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# Organisation Chart

## Our Team



**Simon Deering**  
Co-Founder  
[simon@youandmepps.com.au](mailto:simon@youandmepps.com.au)



**Heath Bassett**  
Co-Founder  
[heath@youandmepps.com.au](mailto:heath@youandmepps.com.au)



**Paul Magiatis**  
Acquisitions Manager  
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**Aliah Kavakci**  
Buyer's Agent  
[aliah@youandmepps.com.au](mailto:aliah@youandmepps.com.au)



**Gagan Gill**  
Acquisitions Manager  
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**Ross Lister**  
Buyer's Agent  
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**Joseph Bugtai**  
Business Relationships Manager  
[hello@youandmepps.com.au](mailto:hello@youandmepps.com.au)



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# Why Us?

The residential real estate market is predominantly made up of agents, that work (by law) for the seller's best interest. At no stage on the buying side of the purchasing process does a buyer have someone fighting for them.

You&Me Personalised Property Services was created to tip the scales in the buyer's favour. We wanted to ensure that all our clients are given a passionate, personalised, old-school service and would only ever deal with one of the team members, nothing outsourced.



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We started this business to ensure a truly personalised service where our clients only ever deal with one, if not both Directors from start to finish in your property purchasing journey.



We have a unique business plan where we only work with 50 clients a year.



We do all the research and all the physical inspection ourselves. You have the peace of mind that you are not handed off to a cadet or an assistant.



40 years combined practical experience in buying, selling and investing.



We have helped thousands of people all over Australia and internationally achieve their property aspirations.



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# Why Choose Us

## Our Core Values

01



### Winning

What gets us up in the morning is our burning desire to win! Success for our clients means success for us too! Winning is contagious, get onboard.

02



### Persistence

When things are tough and most people want to give up, we roll up our sleeves and find another way. No challenge too big, or small, for the team at You&Me Personalised Property Services.

03



### Integrity

We promise to do what we say! We never compromise on our moral compass. we respect every client and treat them the way they wish to be treated, respect goes both ways and we only work with those who share mutual values.



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★★★★★

Our guarantee will give you peace of mind

# THE YOU&ME GUARANTEE

If we haven't presented properties that fit the deep dive session criteria to you in the **first 3 months**, you get **20% off the total fee**.

If we don't get it done within **6 months** you **won't pay a fee at all!**

We want to provide guarantees that benefit all our valued clients, by providing a measurable level of commitment, to ensure success for all parties.

- "You&Me Guarantee" - All new clients will be asked to fill out a property criteria for. This is signed off by both the client and co-director to avoid any confusion.
- If we do not present properties that fit this criteria in the first 3 months, the "You&Me guarantee" takes effect.

# Why Use Us As A Buyers Agent?

- 1) We Are Experienced Buyers.
- 2) Proven Negotiators.
- 3) Off Market Opportunities.
- 4) Network Of Selling Agents.
- 5) We Sidestep The Stress.
- 6) We Don't Use Emotions When Buying.
- 7) We Save You Money And Stop You From Making Costly Mistakes.



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# Why Use Us As A Buyers Agent?

WE OPERATE AT A PERFECT 5 STAR GOOGLE RATING FROM  
OVER 150 REVIEWS



[Click to see our reviews](#)



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# Example of Why You Don't Trust Photos

82 Plover Drive,  
Yangebup, WA 6164

4 2 2 710m<sup>2</sup> House

Offers Over \$539,000



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# PERTH BUYER'S AGENT SERVICES

## WHAT WE DO FOR YOU

### 1. RESEARCH PROPERTY

We research relevant properties that meet the buyer's criteria.

### 2. DOOR KNOCK PROPERTIES

We door knock properties located in the areas that meet the buyer's criteria.

### 3. BID AT AUCTION

If needed, we will bid at auctions (not common in Western Australia).

### 4. INSPECT PROPERTY

We conduct a thorough inspection of the property, for the buyer.

### 5. CONTACT SELLING AGENTS

We contact selling agents to find more properties: on and off-market.

### 6. ENQUIRE TO AUTHORITIES

We determine if any issues affect the use and enjoyment of the property.

### 7. NEGOTIATE ON THE BUYER'S BEHALF

We negotiate on behalf of the buyer without emotional attachment.

### 8. OFFER AND ACCEPTANCE

We help the buyer with the wording of special conditions in contracts.

### 9. EXPLAIN T&C AND ADVISE

We can't provide legal advice. Legal advice can be done by any lawyer.

### 10. ARRANGE INSPECTIONS

We arrange the building, pest and any other inspection required.

### 11. MONITOR THE SETTLEMENT

We monitor the settlement process for the buyer.

### 12. STAY INVOLVED

We liaise with selling agents, contractors and settlement agents.

### 13. CONDUCT FINAL INSPECTIONS

We oversee the final inspections.



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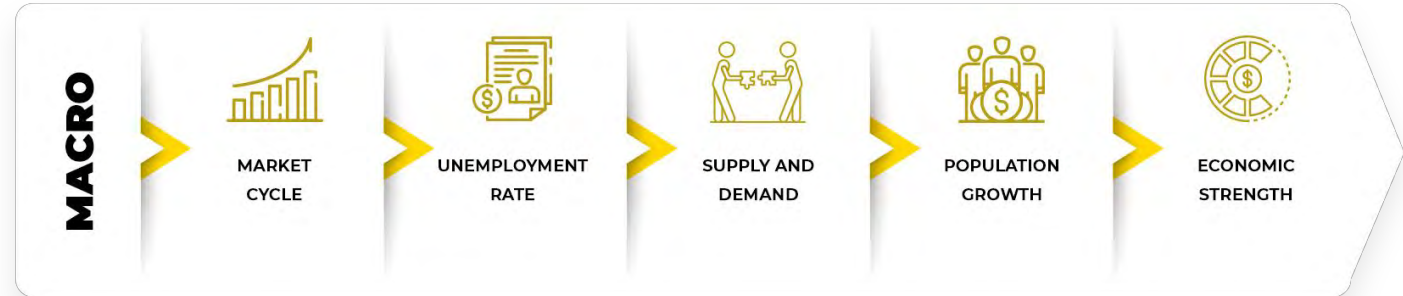
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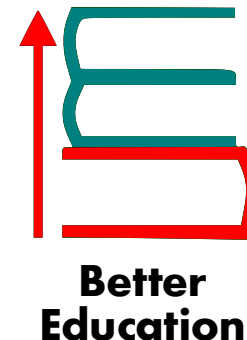
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# Choosing The Right Property!



# Examples Of Data Sources We Use



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# Alkimos quick stats



Postcode

6038



Population

6,269



Local government

Wanneroo

30.1%



Sales growth

\$683K



\* Median sales price

8.3%



Rental growth

\$650pw



\* Median rental price

## Nearby suburb growth



33.3%

Butler



24.2%

Eglinton



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Order	School	Postcode	State Overall Score	Better Education Percentile	English	Maths	Total Enrolments	Trend / Compare	Sector
1	Perth Modern School	6008	100	1%			1460	<a href="#">Trend / Compare</a>	Government
2	Christ Church Grammar School	6010	100	1%			1720	<a href="#">Trend / Compare</a>	Non-government
3	Rossmoyne Senior High School	6148	100	1%			2500	<a href="#">Trend / Compare</a>	Government
4	Willetton Senior High School	6155	100	1%			2610	<a href="#">Trend / Compare</a>	Government
5	Methodist Ladies' College	6010	100	2%			990	<a href="#">Trend / Compare</a>	Non-government
6	International School of Western Australia	6015	99	2%			340	<a href="#">Trend / Compare</a>	Non-government
7	St Hilda's Anglican School for Girls	6012	99	2%			1090	<a href="#">Trend / Compare</a>	Non-government



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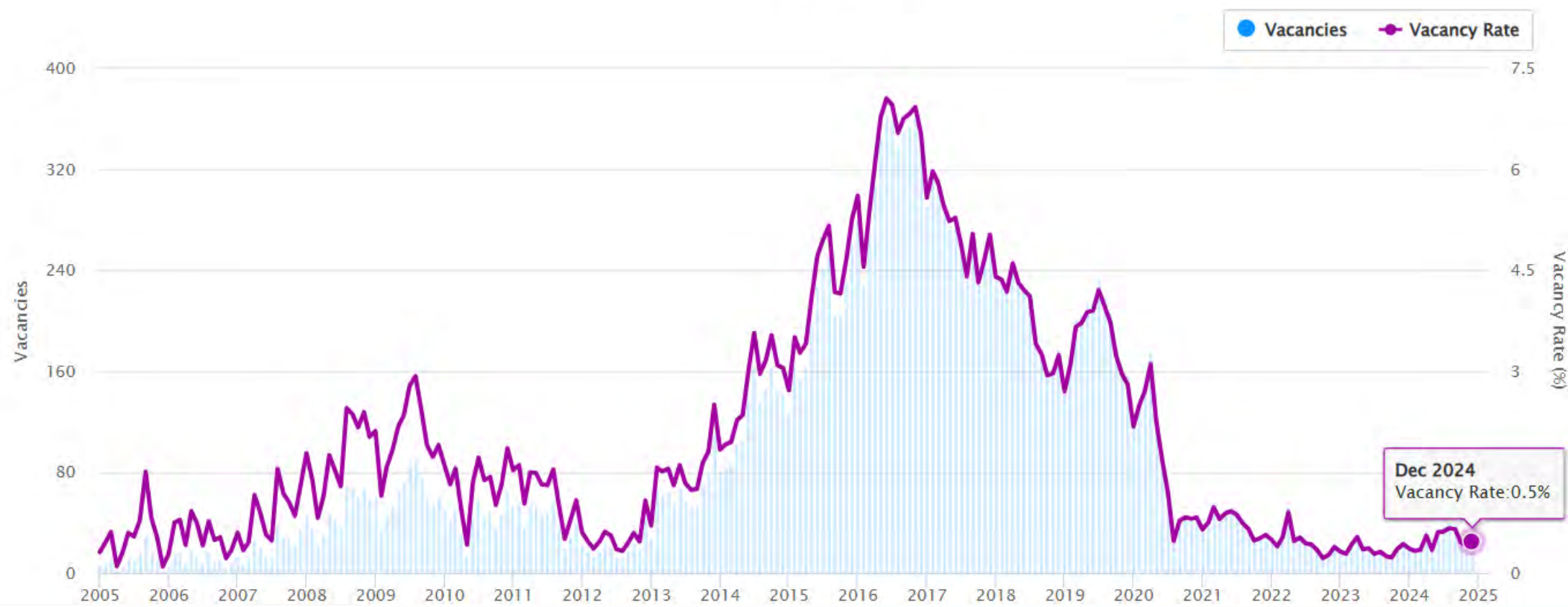
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# RESIDENTIAL VACANCY RATES

## POSTCODE 6164

Residential Vacancy Rates

Source: SQM Research



Dec 2024  
Vacancy Rate: 0.5%



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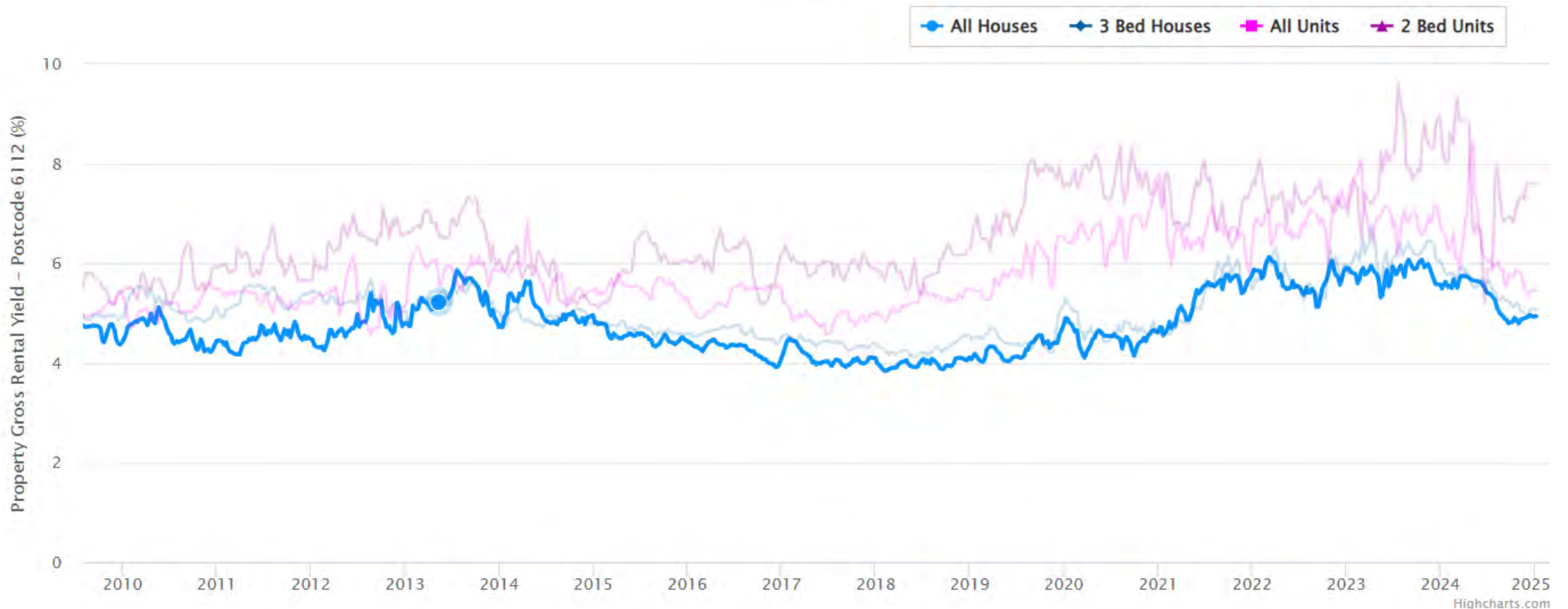


# PROPERTY GROSS RENTAL YIELD - POSTCODE 6112

## POSTCODE 6112

### Property Gross Rental Yield – Postcode 6112

Source: SQM Research



Highcharts.com



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# GENERAL PROPERTY REPORT



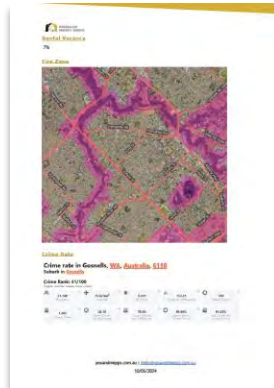
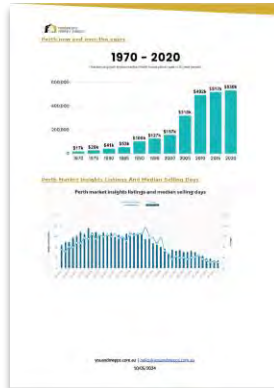
Date: 10/05/2024

Document Title: **General Property Report**

Property: **1 Farnham Place, Gosnells**

[youandmepps.com.au](http://youandmepps.com.au) | [hello@youandmepps.com.au](mailto:hello@youandmepps.com.au)

10/05/2024



Property Details	
Property Address	1 Farnham Place, Gosnells
Bed	4
Bath	2
Car	
Land Size	727sqm
House Size	186sqm
Year Built	1983
Green Title	Yes
Strata	No

## Set and forget/ subdivision

Established in 1890, Gosnells is a thriving southeastern suburb in Perth that spans 15 square kilometres. Bound by Canning River to the north and east and Wungong Brook and the Southern River to the south, Gosnells enjoys proximity to these natural wonders while simultaneously benefiting from facilities and attractions synonymous with a bustling urban environment.

There is no shortage of things to do in Gosnells. For those who crave the outdoors and nature there are upwards of 30 parks, reserves and wetlands within the area for you to explore, as well as fitness and athletic facilities like the Harmony Fields Fitness Track, which offers all the benefits of a gym without the costly membership fees. Other major features of the area include the Gosnells Railway Station, Gosnells Railway Markets, Foothills Shopping Centre, Gosnells Shopping Centre, City of Gosnells Museum and numerous schools like Gosnells Primary School and St Munchin's Catholic School. There are also tennis courts, skate parks, a leisure centre and the Addie Mills Centre, which provides programs and services to seniors and people with disabilities.

## Renovated, Granny flat potential, subdivision potential

\$650,000

\$720-750pw

## 5.8-6%

# Analytics

# CMA-Comparative Market Analysis

<https://withpitch.com/f1de9/example-price-update--a17d9c66-54-three-bears-loop-secret-harbour/>

[illegible][illegible][illegible]



# Excellence in Property Acquisition



PURCHASES

**348**



IN PROPERTIES PURCHASES

**\$260,240,800**



OFF-MARKET PROPERTIES

**42% to 46%**



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# Fee Structure

## COMMITMENT FEE

**AUD 2,000 (+GST)**

- Paid upfront
- It engages us to begin the research phase of the journey
- Confirm strategy and set a deep dive session with you
- Reach out to our network of sellers, selling agents and leads to see if there is a target property they are selling or have coming
- This enables us to go to all door knocking sessions, private inspections and open homes, phone calls, emails, follow ups, the analytics involved in finding you the right property at the right price!

## SUCCESS FEE

**2% (+GST) minus  
commitment fee**

- Only paid once we have successfully found and settled your property.

## EXAMPLE

**Property costs \$600,000**

**Total Fee is \$13,200**

\$2,200 paid upfront as  
Commitment fee

\$11,000 as success fee

\* Minimum Fees Apply (\$10,000 + GST)



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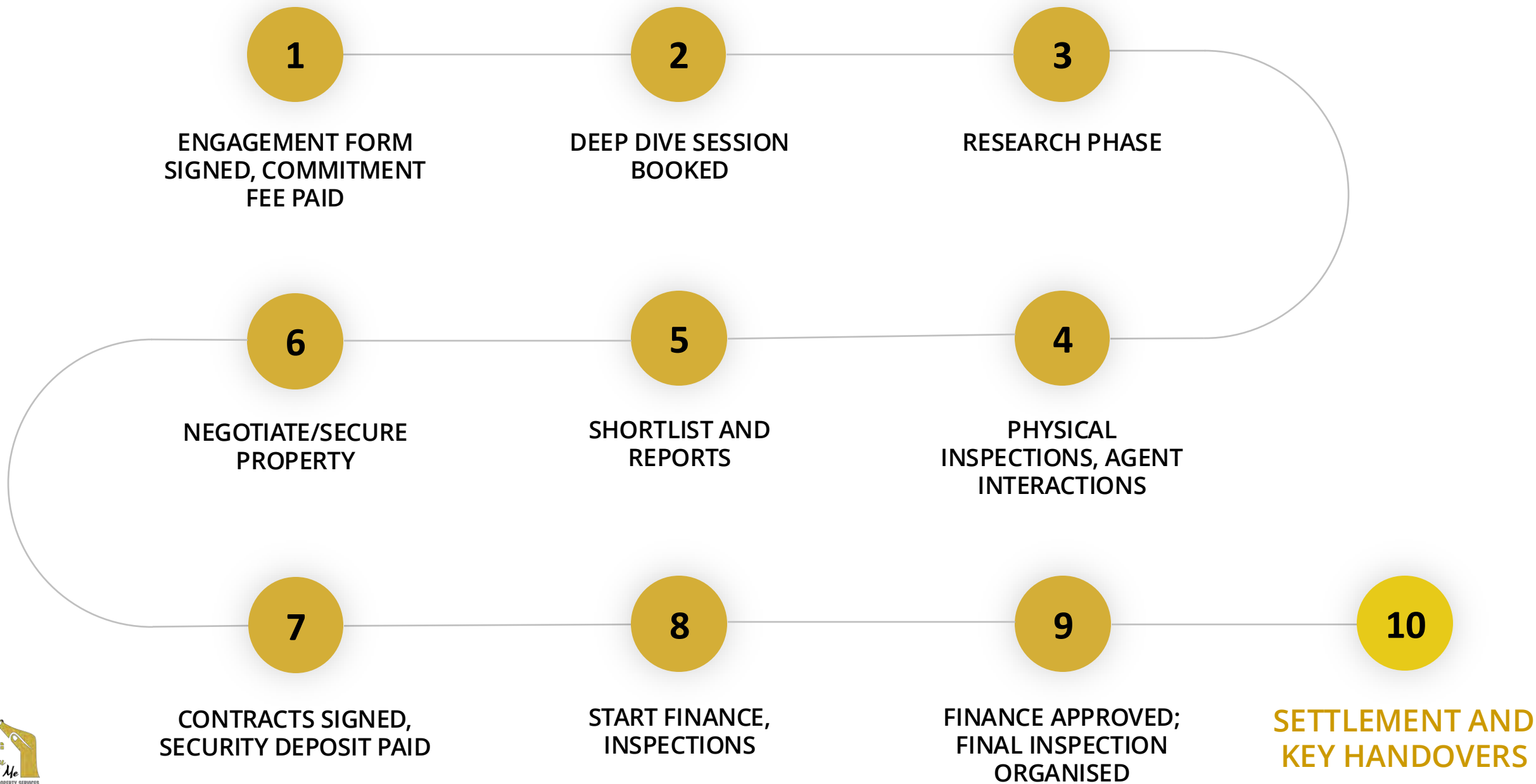


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# Questions?

## *What Happens Next?*



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